

IPO Details	
Opening Date	Aug 10, 2023
Closing Date	Aug 14, 2023
Stock Exchange	BSE, NSE
Lot Size	76 Shares
Issue Price	₹ 187 to ₹ 197 per share
Issue Size	Aggregating up to 880 Cr.
Fresh Issue	Aggregating up to 600 Cr.
Offer for Sale	Aggregating up to 280 Cr.
Application Amount (@ upper Band)	Min. Inv. - ₹ 14,972 (76 shares) Max. Inv. - ₹ 1,94,636 (988 shares)

IPO Objective	
Prepayment or repayment of all or a portion of certain outstanding borrowing.	
General corporate purposes.	

Pre-Issue Shareholding		
Category	No. of Shares	% of Total Shares
Promoter & Promoter Group	18,98,48,294	46.65 %
Public	21,71,04,866	53.35%

Promoter of the Company			
1	Ramachandhran Dinesh		
2	TVS Mobility Private Limited		
3	T.S. Rajam Rubbers Private Limited		
4	Dhinrama Mobility Solution Private Limited		

Competitive Strengths			
1	Critical scale in a fast-growing and fragmented third-party logistics market.		
2	Leader in end-to-end solutions enabled by domain expertise, global network and knowledge.		
3	Robust in-house technology differentiation.		
4	Long and Consistent track-record of successful integration of acquisitions.		

Company Background	
○	Company was incorporated in the year 2004 and has its registered office in Tamil Nadu
○	Company is an Indian supply chain logistics solution provider that has global capabilities and network across the value chain with cross deployment abilities.
○	The company provide solutions and services to meet the customers' supply chain management and logistics requirements.
○	The company's solutions spanning the entire value chain from sourcing to consumption can be divided into two segments: (i) integrated supply chain solutions ("ISCS"); and (ii) network solutions ("NS").
○	As on March 31, 2023, Company has 17,913 employees on its payroll.

Market Capitalization	
(In Cr.)	
Pre-Issue	Post-Issue
₹ 197	₹ 797

Financial Summary			
(In Lacs)			
For the Period Ended	Mar-21	Mar-22	Mar-23
Total Assets	4,99,006	5,78,972	6,21,092
Net Assets	53,065	75,391	76,001
Total Borrowings	1,54,792	1,76,378	1,98,961
Total Revenue	6,99,969	9,29,993	10,31,101
Profit After Tax	-7,414	-4,497	4,176

Tentative Timeline	
Opening Date	Aug 10, 2023
Closing Date	Aug 14, 2023
Basis of Allotment	Aug 18, 2023
Initiation of Refunds	Aug 21, 2023
Credit of Shares to Demat	Aug 22, 2023
Listing Date	Aug 23, 2023

Company Background and Analysis

The Company was originally incorporated dated November 16, 2004. The company is an Indian supply chain logistics solution provider that has global capabilities and network across the value chain with cross deployment abilities. The company provide solutions and services to meet the customers supply chain management and logistics requirements. As part of the engagement with customers, customers outsource portions of their supply chain to the company in order to improve the efficiency and to better manage their resources. For example, the company provides purchase services, assembling of component and parts, kitting, and using of packing materials for a global wind turbine company. The company's customers span across numerous industries such as automotive, industrial, consumer, tech and tech infra, rail and utilities, and healthcare.

The company's solutions spanning the entire value chain from sourcing to consumption can be divided into two segments: (i) integrated supply chain solutions ("ISCS"); and (ii) network solutions ("NS"). ISCS segment include sourcing and procurement, integrated transportation, logistics operation centres, in-plant logistics operations, finished goods, aftermarket fulfilment and supply chain consulting. NS segment include global forwarding solutions ("GFS"), which involves managing end-to-end freight forwarding and distribution across ocean, air and land, warehousing and at port storage and value-added services, and time critical final mile solutions ("TCFMS") which involves closed loop logistics and support including spares logistics, break-fix, refurbishment and engineering support, and courier and consignment management.

The company provide specialized solutions to reduce complexity in the customers supply chains by using technology, data analytics and execution experience to offer key solutions such as accurate demand forecasting, inventory planning and production, procurement management, network optimization, visibility and supply chain agility to handle evolving needs. The supply chain technologies and processes are the core of the company's solutions. With the help of the technology and software systems framework, the company build tailor-made solutions for various supply chain activities.

The company's digital platforms are largely cloud based, powered by a micro service-based architecture and are highly scalable and reliable. This enables the company to implement innovative solutions across multiple geographies in a relatively short time and deploy an innovative solution developed for one industry and apply it to other industries to enhance the value. The company have developed in-house software development capabilities, in addition to partnering with leading third-party software, the company continue to develop on the inhouse technology platform and at the same time, search for innovative third-party new generation tech solutions to integrate with the core technology platform.

Transport Management –

i-Loads - is a transportation management system which is used for the transportation vertical for the ISCS segment to optimize vehicle and transportation planning and dispatch to improve delivery rates and on-time delivery and reduce intra-city transportation costs. As a complete end-to-end mobile platform, i-Loads acts as a marketplace connecting fleet owners with logistics service providers who are looking for vehicles to fulfil logistics needs on a real-time basis through the seamless interfacing of three key aspects of the transportation network: (i) fleet owners (mobile); (ii) logistics service provider (ERP); and (iii) digital transport management system enterprise transport vendor management solution.

Warehouse Management –

Visibility - Visibility provides an integrated and modular warehouse system that covers various aspects of warehouse operations and offers the ease of configuration and a degree of convenience through its seamless integration with a customers’ enterprise resource planning (“ERP”) system.

Trace - Each item of stock receives its own unique ID reference applied on a bar-coded label (also referred to as a licence plate), which enables the company to manage stock with a high degree of accuracy, and enables clients to have a full, transparent and real time view of every transaction on each part from receipt to final despatch (and return) – including when each individual part was stock checked and by whom.

Freight Management –

LCL Consolidator – the company have developed a mobile application, LCL Consolidator, which enables decision making on closing of containers based on profitability, volume and weight parameters.

e-Connect – the company have developed an online platform, e-Connect, which offers 24/7 visibility on goods and data integrity in the GFS operations.

Supply Chian Management –

Msys - Msys platform is an innovative technology platform that resolves supply chain complexity by using data analytics, standardization, scalability and machine learning (replicability).

Courier Alliance – the company developed Courier Alliance, a marketplace for connecting and matching available demand with available supply for speedy completion of last mile delivery.

The following table sets forth a geographical breakdown of the contribution towards revenue from operations for financial year ended 2021, 2022, and 2023 are as follows –

(Amount in Lakhs)

Geography	For the Financial Year					
	2021		2022		2023	
	Amount	% of total	Amount	% of total	Amount	% of total
India	1,67,318.80	24.13	2,43,683.70	26.34	3,02,671.40	29.57
United Kingdom	2,44,735.30	35.30	2,92,967.80	31.67	3,03,671.20	29.67
Europe	99405.7	14.34	147597	15.96	136878.4	13.37
Australia and New Zealand	61,509.90	8.87	98,255.40	10.62	87,942.20	8.59
North America	50,497.70	7.28	40,669.10	4.40	73,159.80	7.15
Others	69,891.50	10.08	1,01,805.60	11.01	1,19,215.10	11.65
Total	6,93,358.90	100.00	9,24,978.60	100.00	10,23,538.10	100.00

To conclude, the company has been in the operation since 2004. The company provides services as a supply chain solution provider. The company’s solutions spanning can be divided into (i) integrated supply chain solutions (“ISCS”); and (ii) network solutions (“NS”). The company is raising Rs. 880 Cr. Out of which Rs. 600 Cr of fresh issue, and Rs. 280 Cr of offer for sale. The company is planning to use the net proceeds for repayment of borrowings, and general corporate purposes.

Business Strategies

1. “C3 Frame work”

The company has a “C3 Framework” that has been fundamental to the overall growth strategy. The company have focused on selling new capabilities to existing customers, selling in newer geographies to existing customers, selling current capability to newer customers, and cross deploying capabilities from developed market to developing markets such as India and other parts of Asia-Pacific region. The company identifies the opportunities using the ‘C3 Framework’ in the three C’s - Customer, Capability and Country. The company seek out situations where they have a presence in two out of the three ‘Cs’ and then aim to grow in the third ‘C’ through either organic or inorganic means.

2. Growth in the existing core sectors.

The company has been able to grow in the existing core sectors, such as automotive, industrial and consumer sectors, by offering the capabilities to existing customers in new geographies as well as by offering capabilities to new customers engaged in such industries.

3. Scout for adjacent sectors.

The company have the ability to take a common set of processes, capability and technology, and customize them for a new set of customers to solve complexity of their business. The company have leveraged this and developed capabilities to address adjacent segments, such as the electric vehicle sector as an adjacency to the automotive sector and smart metering as an adjacency to the utilities sectors.

4. Pivot to new age and fast emerging sectors.

The company further develop the existing capabilities and technology infrastructure and leverage them to pivot into new sectors such as electric vehicles, health tech, clean energy and utilities. For example, the company leveraged the ability of inventory purchase, technology services and time critical services for the healthcare sector.

Competitive Scenario and Peer Mapping

Competition

The industry in which the company operates in is intensely competitive and characterized by a large number of unorganized players. The market is also highly fragmented with many segments within the logistics industry being highly commoditized. The company faces competition from many big players in India. With the market being fragmented the industry in general has less barrier to entry. The bargaining power of the suppliers is more.

Peer Analysis

The comparison of the key performance indicators of the listed peers as on Mar-23 is given below –

Particulars	TVS Supply Chain Solutions Limited	TCI Express Limited	Mahindra Logistics Limited	Blue Dart Express Limited	Delhivery Limited
	31st Mar 2023	31st Mar 2023	31st Mar 2023	31st Mar 2023	31st Mar 2023
Net Profit Margin	0.41%	11.20%	0.49%	7.17%	-12.19%
EBITDA Margin	6.68%	15.63%	5.07%	18.14%	-5.84%
Return on Capital Employed	6.64%	29.30%	6.22%	25.81%	-10.19%
Return on Equity	5.49%	23.28%	4.45%	31.44%	-8.48%
EPS (INR)	104.00%	3635.00%	365.00%	15616.00%	-1115.00%

The comparison of the key performance indicators of the listed peers as on Mar-22 is given below –

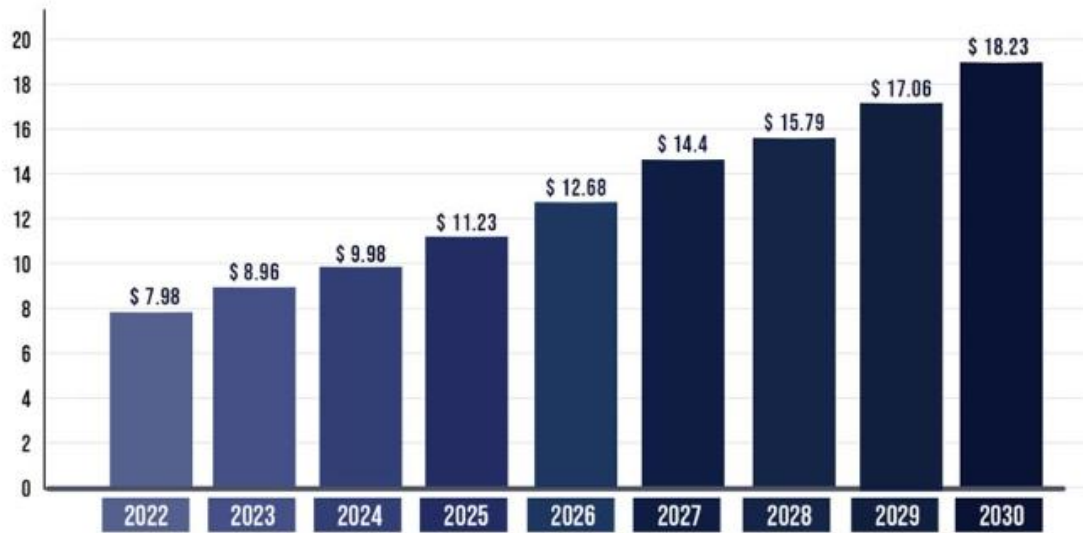
Particulars	TVS Supply Chain Solutions Limited	TCI Express Limited	Mahindra Logistics Limited	Blue Dart Express Limited	Delhivery Limited
	31st Mar 2022	31st Mar 2022	31st Mar 2022	31st Mar 2022	31st Mar 2022
Net Profit Margin	-0.49%	11.93%	0.36%	8.66%	-14.62%
EBITDA Margin	6.62%	16.19%	4.44%	22.68%	-7.77%
Return on Capital Employed	5.74%	30.28%	4.57%	38.86%	-13.63%
Return on Equity	-5.97%	24.07%	2.74%	43.81%	-14.03%
EPS (INR)	-144.00%	3347.00%	244.00%	16108.00%	-1345.00%

The comparison of the key performance indicators of the listed peers as on Mar-21 is given below –

Particulars	TVS Supply Chain Solutions Limited	TCI Express Limited	Mahindra Logistics Limited	Blue Dart Express Limited	Delhivery Limited
	31st Mar 2021	31st Mar 2021	31st Mar 2021	31st Mar 2021	31st Mar 2021
Net Profit Margin	-1.07%	11.97%	0.89%	3.10%	-10.17%
EBITDA Margin	5.58%	15.88%	4.14%	20.86%	-1.37%
Return on Capital Employed	-2.18%	28.15%	5.86%	15.93%	-10.83%
Return on Equity	-13.97%	23.27%	5.11%	17.23%	-12.21%
EPS (INR)	-226.00%	2617.00%	419.00%	4291.00%	-213622.00%

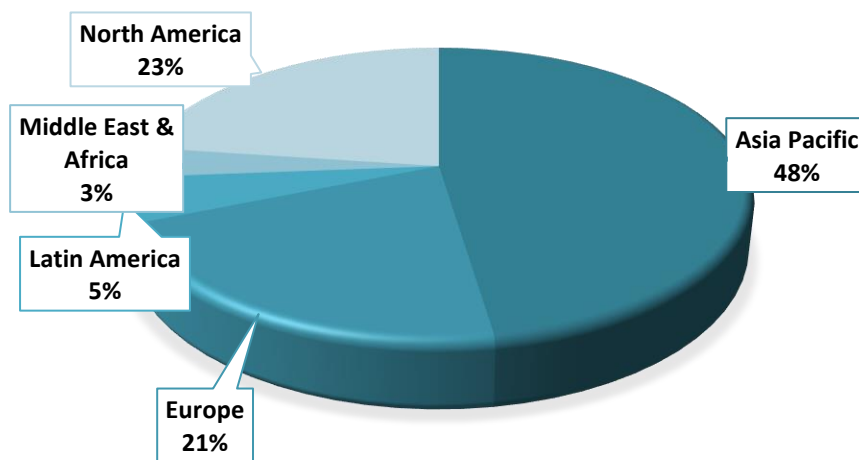
Industry Overview

Exhibit 1: Logistics Market Size, 2023 to 2030 (USD Trillion)



(Source: Precedence Research)

Exhibit 2: Logistic market size Estimated by region, 2030.



Indian Logistics Sector -

Indian logistics sector is one of the largest in the world and presents large addressable opportunity. The sector is critical for the economic growth of the country as it connects various elements of the economy and consists of transportation, warehousing and other supply-chain solutions ranging from the suppliers to the end-customers.

India logistics market can be segmented in two different types of market structures: (1) type of services and (2) logistics solutions. The Indian logistics sector is one of the largest in the world and is critical for the country's economic growth. After contracting by 2% in Fiscal 2021, the market witnessed a strong post-COVID recovery in Fiscal 2022. The market grew by 14% and was valued at US\$435 billion in Fiscal 2022 and is projected to grow to US\$591 billion by Fiscal 2027. India's logistics spend, as a percentage of GDP, is significantly higher compared to developed countries (refers to the United States and Europe)), largely due to high incidence of indirect spends. This is similar to China (approximately 15%) as against approximately 8% in the US and Germany in 2021.

The Indian logistics market has been highly fragmented and has experienced rapid growth in the organized market in recent years. The Indian logistics market has grown from US\$342 billion to US\$435 billion between 2018 and 2021 at a CAGR of approximately 8%. This is more than the growth that the Chinese market and the American market experienced during the same period at a CAGR of approximately 4% and approximately 5% respectively. The Indian logistics market is projected to grow at a higher CAGR of approximately 6% between 2021 and 2026. During the same period the Chinese logistics market is expected to expand at a CAGR of approximately 5% while the US market is expected to expand at a CAGR of approximately 1%.

Supply Chain Solutions -

Supply chain solutions are typically multiple party services that involve at least two disparate services. The supply chain solutions market is more organized as compared with overall logistics market. The supply chain solutions market is projected to grow faster when compared to the overall logistics market (approximately 22% vs approximately 6% CAGR between Fiscal 2022 and Fiscal 2027). This is primarily due to the type of services offered by players in supply chain solutions, which require large scale service providers having a deep knowledge of complex logistics management.

Penetration of supply chain solutions to the total logistics market increased from 3.6% in Fiscal 2020 to 5.0% in Fiscal 2022. The supply chain solutions penetration is further projected to become approximately 7.3% of the total logistics market by Fiscal 2027.

(Source: Prospectus)

Key Managerial Personnel

Individual Promoter -

Ramachandhran Dinesh, aged 58, is one of the Promoters, and Executive Vice Chairman of the Company. He is the fourth generation TVS family member. He holds a bachelor's degree in commerce. He is an associate member of Institute of Chartered Accountants of India and Institute of Cost & Works Accountants of India. He has approximately 34 of experience in the auto retail services, digitisation and logistics industries. He oversees the overall functions the Company, and together with the senior management, is responsible for overseeing the strategic growth initiatives and expansion plans.

Corporate Promoters -

1. TVS Mobility Private Limited ("TVS Mobility")
2. T.S. Rajam Rubbers Private Limited ("T.S. Rajam Rubbers")
3. Dhinrama Mobility Solution Private Limited ("Dhinrama Mobility")

Mahalingam Seturaman, aged 75, is the Chairman, and Independent Director of the company. He holds a bachelors' degree in commerce. He is an associate member of Institute of Chartered Accountants of India. He has several years of experience in the finance industry.

Ravi Viswanathan, aged 60, is a Managing Director of the Company. He holds a bachelor's degree in electronics and communications engineering. He has approximately 33 years of experience in the technology industry. He oversees the management function of the Company and together with the senior management is responsible for the implementation of strategy in respect of such function.

Sargunraj Ravichandran, aged 67, is a Non-Executive Director of the Company. He holds a bachelor's degree in engineering (agriculture), a post graduate diploma in management in agriculture. He has several years of experience in the automobiles and logistics industries. He is responsible for the Company's inorganic growth.

Shobhana Ramachandhran, aged 63, is a Non-Executive Director of the Company. She holds a masters' degree in arts. She has several years of experience in the tyre and rubber, financial services, logistics, auto components and automobile industries. She is the managing director of TVS Srichakra Limited and serves as a director on the board of various companies.

To conclude, the company has one individual promoter and he has vast knowledge and experience in the industry in which the company operates in. The remaining directors of the company also have good experience and knowledge in the industry which helps in the growth of the business.

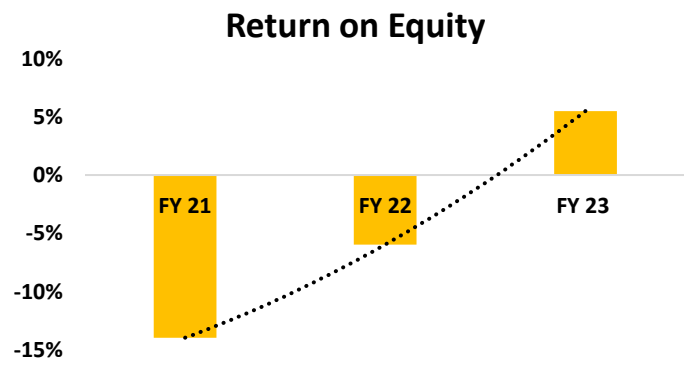
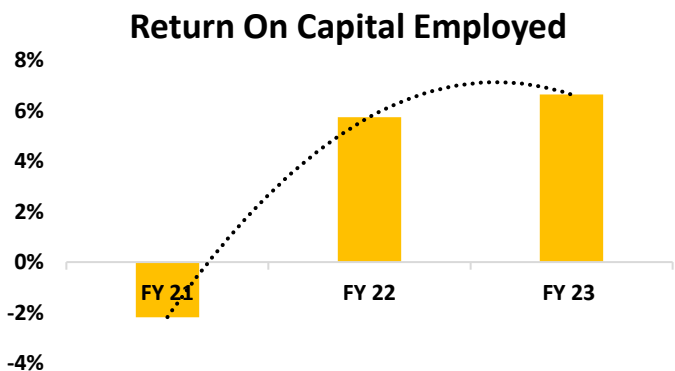
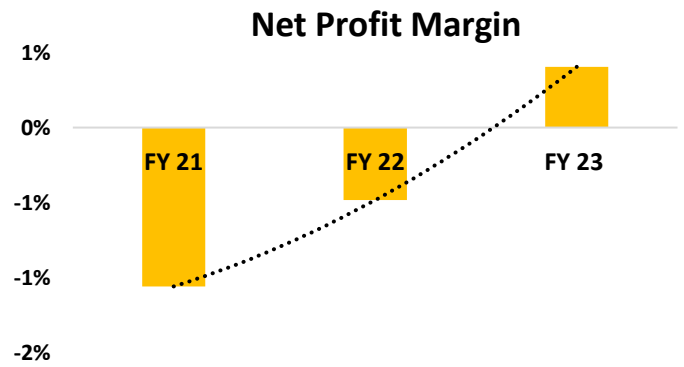
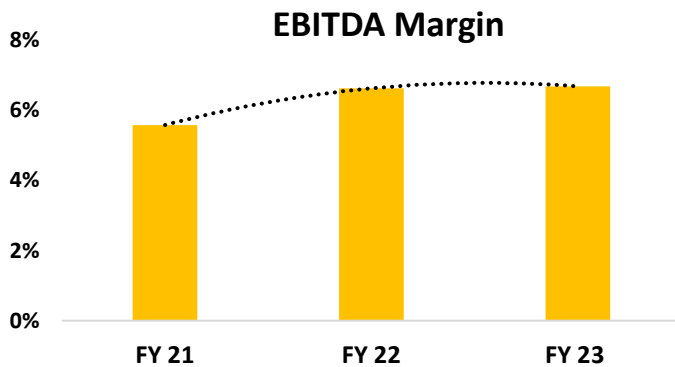
Financial Snapshot

Profit and Loss Statement			(In Lacs)
Particulars	FY 21	FY 22	FY 23
Revenue from Operations	6,93,359.80	9,24,978.60	10,23,538.00
Other Income	6,609.30	5,015.00	7,563.00
Total Income	6,99,969.10	9,29,993.60	10,31,101.00
Expenses			
Cost of Materials consumed	2,459.40	1,175.40	1,142.60
Purchase of stock-in-trade	95,226.10	1,22,364.70	1,41,232.30
Changes in inventories of Finished goods, work-in- Progress	-4,363.50	-6,448.00	-4,033.90
Employee benefits expense	1,80,503.10	1,88,913.20	2,09,300.40
Finance costs	17,559.80	15,494.90	19,034.20
Depreciation and Amortization expense	44,328.20	46,104.90	52,365.50
Other expenses	3,80,865.70	5,57,716.90	6,07,531.50
Total Expenses	7,16,578.80	9,25,322.00	10,26,572.60
Earnings Before Interest, Taxes, Depreciation & Amortization	38,669.00	61,256.40	68,365.10
EBITDA Margin	6%	7%	7%
Profit before tax and share of profit/ (loss) from joint venture	-16,609.70	4,671.60	4,528.40
Exceptional items - gain/(loss)	4,827.30	-3,509.60	-1,000.00
Share of profit of equity accounted investees (net of income tax)	139.60	192.70	477.60
Profit/(Loss) before tax	-11,642.80	1,354.70	4,006.00
Tax Expense			
Current Tax	-1,687.60	5,072.70	4,988.00
Deferred tax (net)	-2,564.80	769.90	-5,158.10
Total Tax Expense	-4,252.40	5,842.60	-170.10
Restated profit / (loss) for the period from continuing operations	-7,390.40	-4,487.90	4,176.10
Discontinued operations			
Restated profit / (loss) from discontinued operations before tax expenses	-24.40	-9.21	-
Tax expense of discontinued operations			
Current Tax	-	-	-
Restated profit / (loss) after tax from discontinued operations	-24.40	-9.21	-
Profit/(Loss) for the year	-7,414.80	-4,497.11	4,176.10
Net Profit Margin	-1%	0%	0%

Balance Sheet			(In Lacs)
Particulars	FY 21	FY 22	FY 23
ASSETS			
Non-Current Assets			
Property, Plant and Equipment	34,504.80	32,705.10	32,562.00
Capital work-in-progress	718.10	335.40	1,378.30
Goodwill	45,904.40	58,699.80	60,842.20
Other intangible assets	22,882.50	26,485.40	24,811.70
Intangible asset under development	855.80	831.10	2,166.20
Right-of-use assets	95,427.30	96,249.00	1,11,363.10
Equity accounted investees	9,809.30	10,002.40	10,480.10
Financial assets	-	-	-
i) Investments	20.00	20.00	20.00
ii) Trade receivables	632.50	604.10	604.10
iii) other bank balances	793.50	5.20	794.30
iv) deposits and other receivables	4,743.90	6,223.20	7,871.40
v) Other financial assets	1,525.50	-	-
Deferred tax assets (net)	12,412.90	13,559.50	12,427.30
Non-current tax assets (net)	7,416.80	8,326.90	9,763.70

Balance Sheet	FY-21	FY-22	FY-23
Other non-current assets	250.30	311.70	591.30
Total Non-Current assets	2,37,897.60	2,54,358.80	2,75,675.70
Current Assets			
Inventories	22,765.50	29,168.00	34,505.90
Financial assets	-	-	-
i) Investments	1,355.60	-	-
ii) Trade Receivables	1,16,033.00	1,30,732.40	1,22,821.20
iii) Cash and Cash Equivalents	53,696.30	99,382.60	1,08,578.60
iv) other bank balances	2,922.50	1,102.10	8,631.20
v) Loans	-	-	-
vi) Deposits and other receivables	6,673.40	8,571.10	9,230.90
vii) Other financial assets	506.40	398.40	380.10
Current tax assets (net)	4,187.10	1,710.20	4,361.50
Other current assets	47,096.60	53,549.30	56,907.10
Total Current assets	2,55,236.40	3,24,614.10	3,45,416.50
Assets classified as help for disposal	5,872.00	-	-
Sub-total	2,61,108.40	3,24,614.10	3,45,416.50
Total Assets	4,99,006.00	5,78,972.90	6,21,092.20
EQUITY AND LIABILITIES			
Equity			
Share Capital	3,176.20	3,629.60	3,642.60
Other equity	43,987.40	67,770.40	68,712.60
Reserves of a disposal group held for sale	1,905.30	-	-
Equity attributable to owners of the company	49,068.90	71,400.00	72,355.20
Non-controlling interests	3,996.90	3,991.50	3,646.00
Total Equity	53,065.80	75,391.50	76,001.20
Liabilities			
Non-current liabilities			
Financial Liabilities			
(i) Long Term Borrowings	94,083.90	73,547.90	49,859.50
(ii) Lease Liability	88,455.10	84,648.40	92,432.90
iii) Other financial liabilities	2,878.50	10,143.50	7,985.50
Provisions	3,599.00	4,293.00	5,287.00
Deferred tax liabilities (Net)	12,173.90	15,794.30	9,353.40
Other non-current liabilities	-	24.50	105.40
Total Non-current liabilities	2,01,190.40	1,88,451.60	1,65,023.70
Current liabilities			
Financial Liabilities			
(i) Short Term Borrowings	60,708.40	1,02,830.30	1,49,102.10
(ii) Lease Liabilities	30,164.00	34,379.20	41,004.20
(iii) Trade Payables	-	-	-
i) Total outstanding dues of micro enterprises and small enterprises	1,821.60	2,670.30	11,041.40
ii) Total outstanding dues of creditors other than micro enterprises and small enterprises	1,13,580.00	1,42,643.80	1,31,691.10
iv) Other Financial Liabilities	14,211.30	10,392.90	26,207.60
Provisions	3,251.00	3,425.70	3,026.70
Current tax liabilities (net)	207.60	1,219.10	2,828.70
Other current liabilities	15,775.00	17,568.50	15,165.50
Total Current liabilities	2,39,718.90	3,15,129.80	3,80,067.30
Liabilities directly associated with assets classified as held for sale	5,030.90	-	-
Sub-total	2,44,749.80	3,15,129.80	3,80,067.30
Total Liabilities	4,45,940.20	5,03,581.40	5,45,091.00
Total Equity and Liabilities	4,99,006.00	5,78,972.90	6,21,092.20

Ratio Sheet			
Particulars	FY 21	FY 22	FY 23
Per Share Data			
Diluted EPS	-2.26	-1.44	1.02
BV per share	131.22	186.42	187.93
Operating Ratios (%)			
EBITDA Margins	6%	7%	7%
PAT Margins	-1%	0%	0%
Inventory days	11.98	11.51	12.31
Debtor days	61.08	51.59	43.80
Creditor days	431.63	429.03	365.69
Return Ratios (%)			
RoCE	-2%	6%	7%
RoE	-14%	-6%	5%
Valuation Ratios (x)			
EV/EBITDA	3.91	2.47	2.31
Market Cap / Sales	0.11	0.09	0.08
P/E	-87.17	-136.81	193.14
Price to Book Value	1.50	1.06	1.05
Solvency Ratios			
Debt / Equity	2.92	2.34	2.62
Current Ratio	1.06	1.03	0.91
Quick Ratio	0.97	0.94	0.82
Asset Turnover	1.39	1.60	1.65
Interest Coverage Ratio	-0.32	0.98	0.84

Financial Charts


Key Risk Factors

1. The company has incurred losses for the fiscal year 2020, 2021, and 2022 and any similar losses in the future may adversely affect the business, financial condition and cash flows.
2. The company typically enter into long-term agreements with customers and if the key customers do not renew their agreements, or expand the scope of services, or if the long-term relationships with the key customers are impaired or terminated, the business, financial condition, results of operations and cash flows could be adversely impacted.
3. All the company's Material Subsidiaries have incurred losses in the preceding Fiscals and may incur losses in the future.
4. There are outstanding litigation proceedings against the Company, Directors, Promoters and Subsidiaries. Any adverse outcome in such proceedings may have an adverse impact on the reputation, business, financial condition, results of operations and cash flows. There are 2 criminal and 22 tax proceedings against the company amounting to Rs. 7,210.9 lacs. 11 Criminal proceedings, 1 material civil litigations by the company amounting to Rs. 461.7 lacs. 38 criminal proceedings, 1 material civil litigations by the promoters amounting to Rs. 6,627.5 lacs. 1 criminal proceeding and 65 tax proceedings against the promoters amounting to Rs. 5,579.3 lacs. There are 9 criminal proceedings by the subsidiaries company amounting to Rs. 474.6 lacs, 1 criminal, 19 tax proceedings, and 1 material civil litigations against the subsidiaries amounting to Rs. 8,795.2 lacs. Total litigations amount mentioned above are adding up to Rs. 291.492 Cr.
5. The company also have certain contingent liabilities as per Ind AS 37 amounting to Rs. 5,636.7 lacs that have not been disclosed in the financial statements which, if they materialize, may adversely affect the financial condition and cash flows.

Track Record of Lead Manager

The lead manager to the issue is JM Financial Limited, Axis Capital Limited, J.P.Morgan India Private Limited, BNP Paribas Limited, Equirus Capital Private Limited, and Nuvama Wealth Management Limited. A table has been set below highlighting the details of the IPO of the last 3 companies handled by the Lead Managers in recent times –

JM Financial Limited -

Sr. No.	Company Name	Issue Size in Cr.	Issue Price/Share (In INR)	Listing Date	CMP* (INR)
1.	Avalon Technologies Limited	865.00	436.00	April 18, 2023	573.70
2.	Elin Electronics Limited	475.00	247.00	December 30, 2022	151.05
3.	Uniparts India Limited	835.61	577.00	December 12, 2022	688.35

Axis Capital Limited -

Sr. No.	Company Name	Issue Size in Cr.	Issue Price/Share (In INR)	Listing Date	CMP* (INR)
1.	Elin Electronics Limited	475.00	247.00	December 30, 2022	151.05
2.	Landmark Cars Limited	552.00	506.00	December 23, 2022	716.25
3.	Uniparts India Limited	835.61	577.00	December 12, 2022	688.35

JP Morgan India Private Limited -

Sr. No.	Company Name	Issue Size in Cr.	Issue Price/Share (In INR)	Listing Date	CMP* (INR)
1.	Mankind Pharma Limited	4326.36	1080.00	May 09, 2023	1880.60
2.	Kfin Technologies Limited	1500.00	366.00	December 29, 2022	389.15
3.	Life Insurance Corporation of India	21008.48	949.00	May 17, 2022	658.50

Bnp Paribas Limited

Sr. No.	Company Name	Issue Size in Cr.	Issue Price/Share (In INR)	Listing Date	CMP* (INR)
1.	Adani Wilmar Limited	3,600.00	230.00	February 08, 2022	398.10
2.	Anand Rathi Wealth Limited	660.00	550.00	December 14, 2021	1288.20

Equirus Capital Private Limited

Sr. No.	Company Name	Issue Size in Cr.	Issue Price/Share (In INR)	Listing Date	CMP* (INR)
1.	Anand Rathi Wealth Limited	660.00	550.00	December 14, 2021	1288.20
2.	Krsnaa Diagnostics Limited	1213.33	954.00	August 16, 2021	523.40
3.	Rolex Rings Limited	731.00	900.00	August 09, 2021	2146.05

Nuvama Wealth Management Limited

Sr. No.	Company Name	Issue Size in Cr.	Issue Price/Share (In INR)	Listing Date	CMP* (INR)
1.	Inox Green Energy Services Limited	740.00	65.00	November 23, 2022	71.75
2.	Five Star Business Finance Limited	1593.44	474.00	November 21, 2022	739.85
3.	DCX Systems Limited	500.00	207.00	November 11, 2022	260.45

*CMP for all the above-mentioned company is taken as on 4th July

Majority of the above-mentioned companies had opened at discounts on the listing day.



Recommendation

The company has been into the industry since 2004 thus has more experience in the industry. The company has been under loss for the FY 20, 21, and 22 but has seen a sudden jump in the bottom line for FY-23 which does not look sustainable. The profitability margins are very low. The management outlook of the company is good.

The PE on an annualised and Post IPO basis is around 19.08 times which seems to be fairly priced looking at the performance peers.

The company faces competition from major players in India. As mentioned above and in the risk factors of this report the company's financial does not look certain when looked at the bottom line. But the company has vast experience in the industry and the top line of the financials looking decent the company has the potential to increase its revenue and profits. Thus, knowledgeable investors with good industry knowledge and about the company can apply to this IPO. **Risk Averse Investors should wait, and Risk Seekers should apply.**



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